



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of January 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-21		Jan-20		Change
High Rise	665		1,082		-38.5%
Low Rise	1,506		997		51.1%
Total	2,171		2,079		4.4%
Year to Date Sales	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	665		1,082		-38.5%
Low Rise	1,506		997		51.1%
Total	2,171		2,079		4.4%
Year to Date Supply	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	99		291		-66.0%
Low Rise	1,161		770		50.8%
Total	1,260		1,061		18.8%
Year to Date Completions	Jan.-Jan. 2021		Jan.-Jan. 2020		Y/Y Change
High Rise	1,274		2,179		-41.5%
Remaining Inventory	Jan-21	Dec-20	Jan-20	M/M Change	Y/Y Change
High Rise	10,651	10,730	11,664	-0.7%	-8.7%
Low Rise	2,123	2,468	4,822	-14.0%	-56.0%
Total	12,774	13,198	16,486	-3.2%	-22.5%
Benchmark Price	Jan-21	Dec-20	Jan-20	M/M Change	Y/Y Change
High Rise	\$1,021,017	\$1,025,645	\$925,209	-0.5%	10.4%
Low Rise	\$1,362,952	\$1,321,186	\$1,097,613	3.2%	24.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	355	309	126	
High Rise Units	99	93,173	81,600	32,720	
% Sold*	18%	83%	91%	76%	
Low Rise Projects	7	238			
Low Rise Units	214	21,261			
% Sold*	81%	90%			

* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

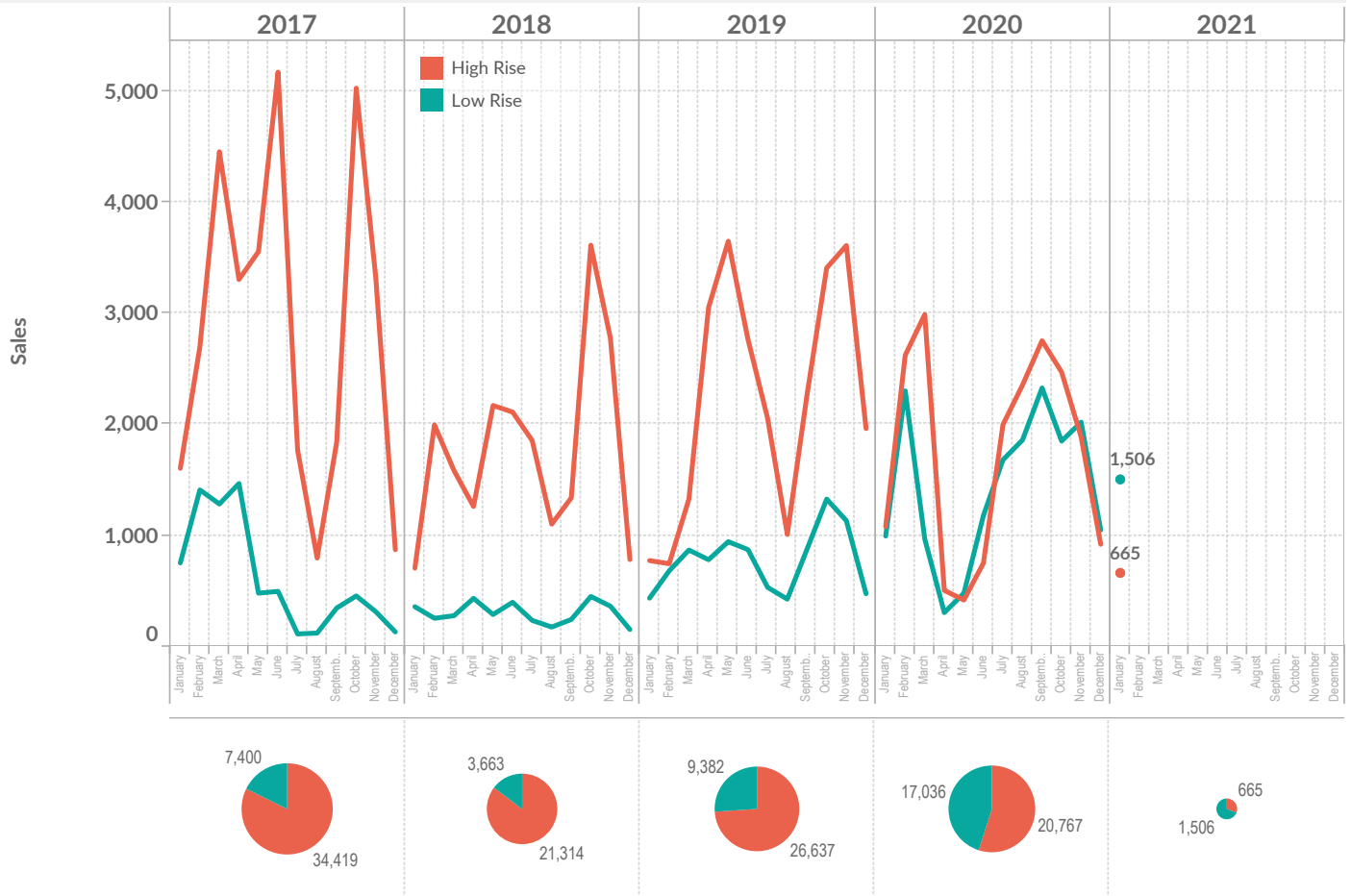
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

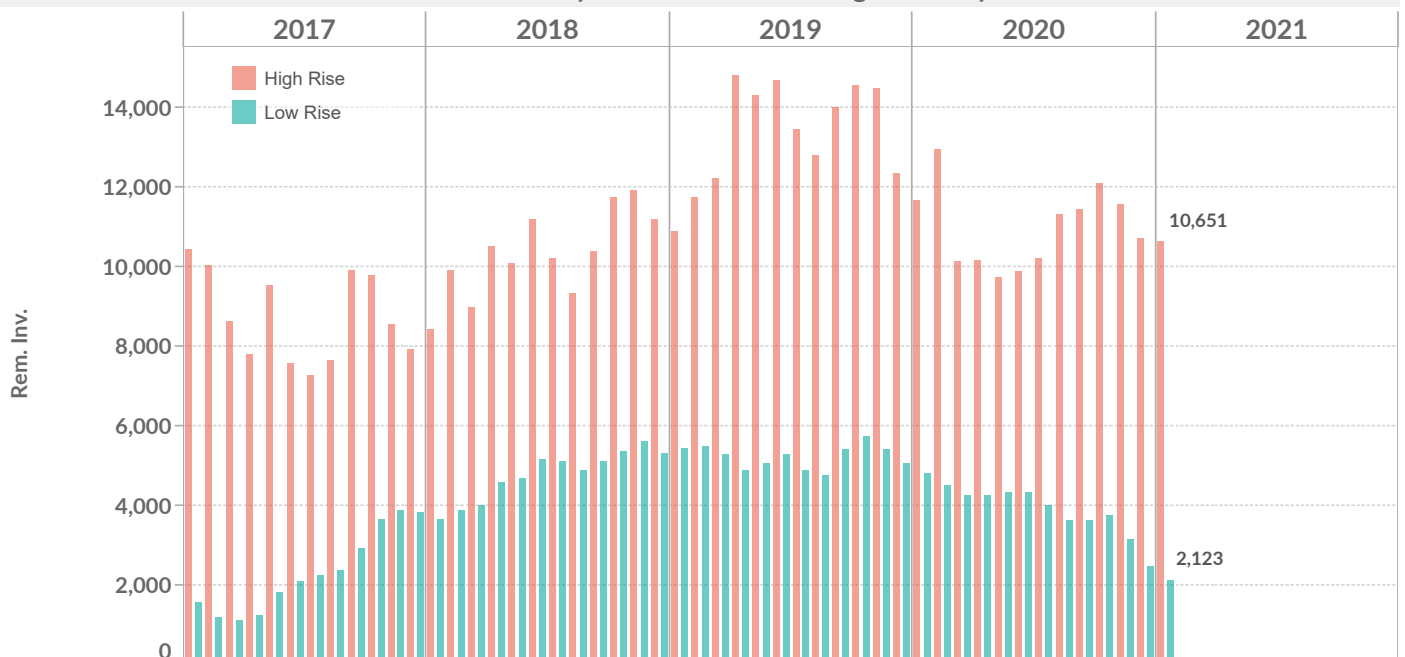
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

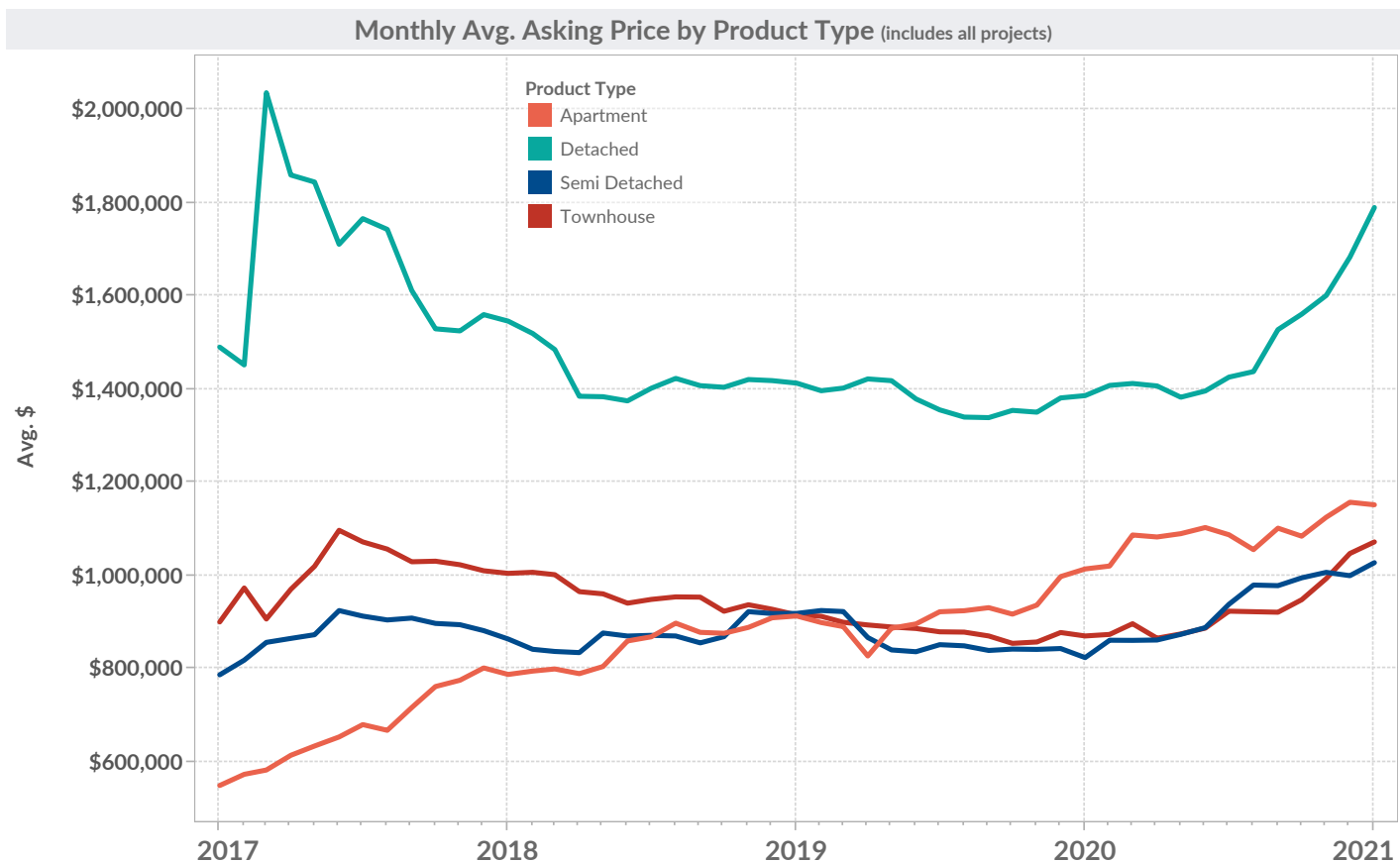
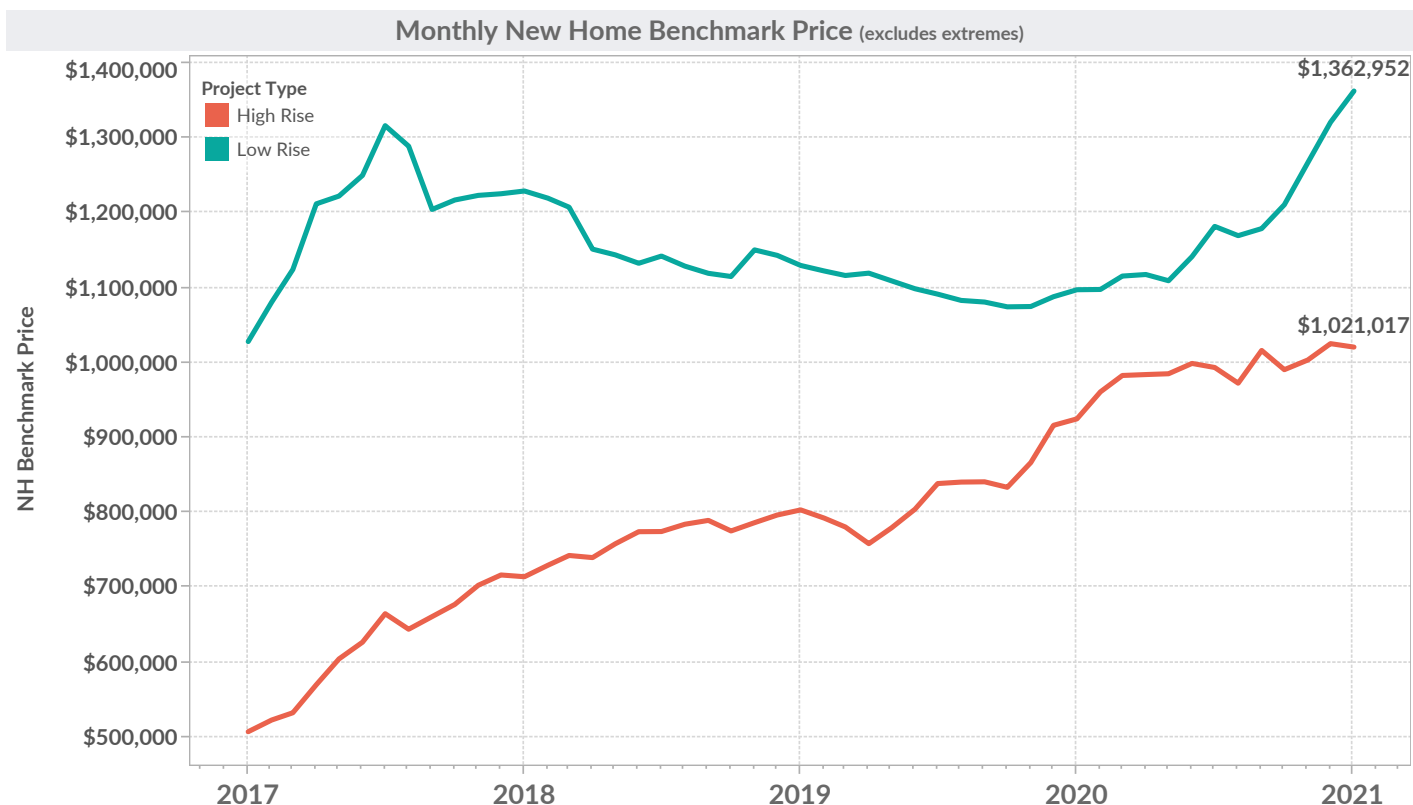
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

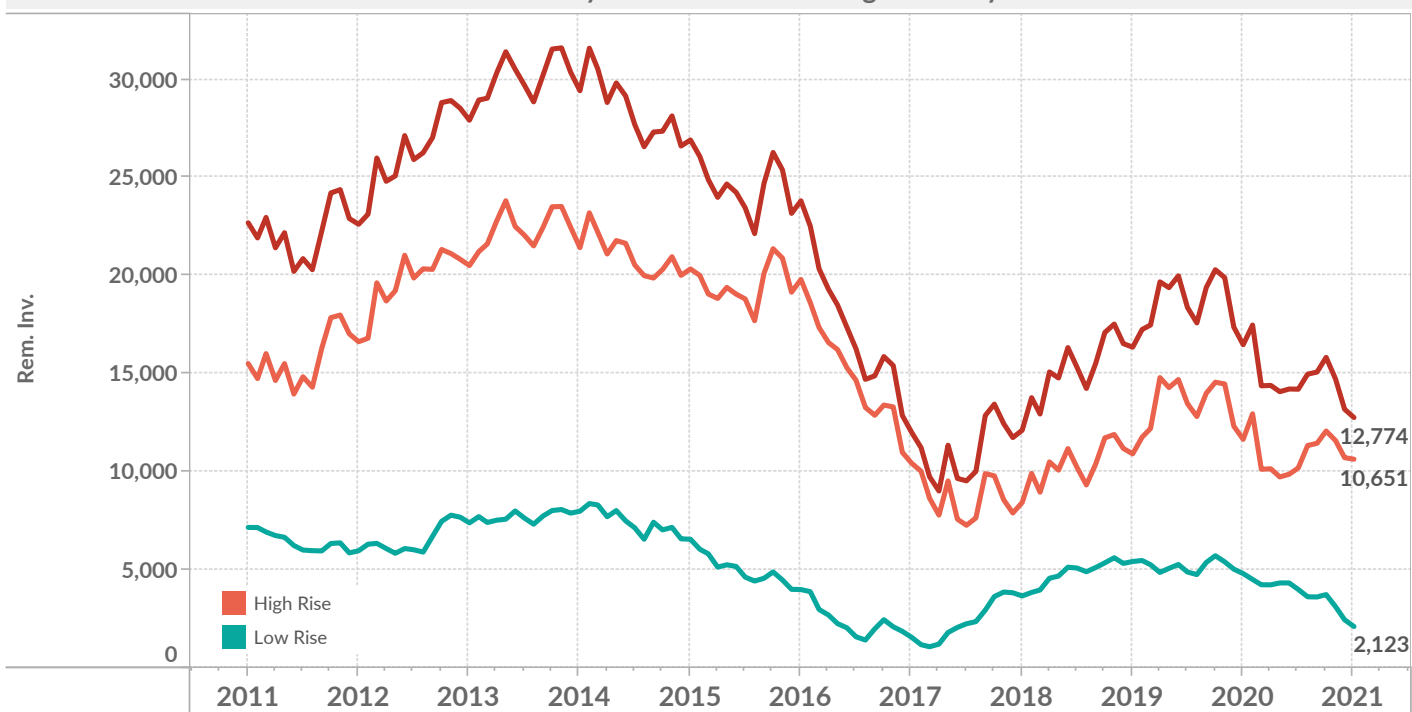


Pricing

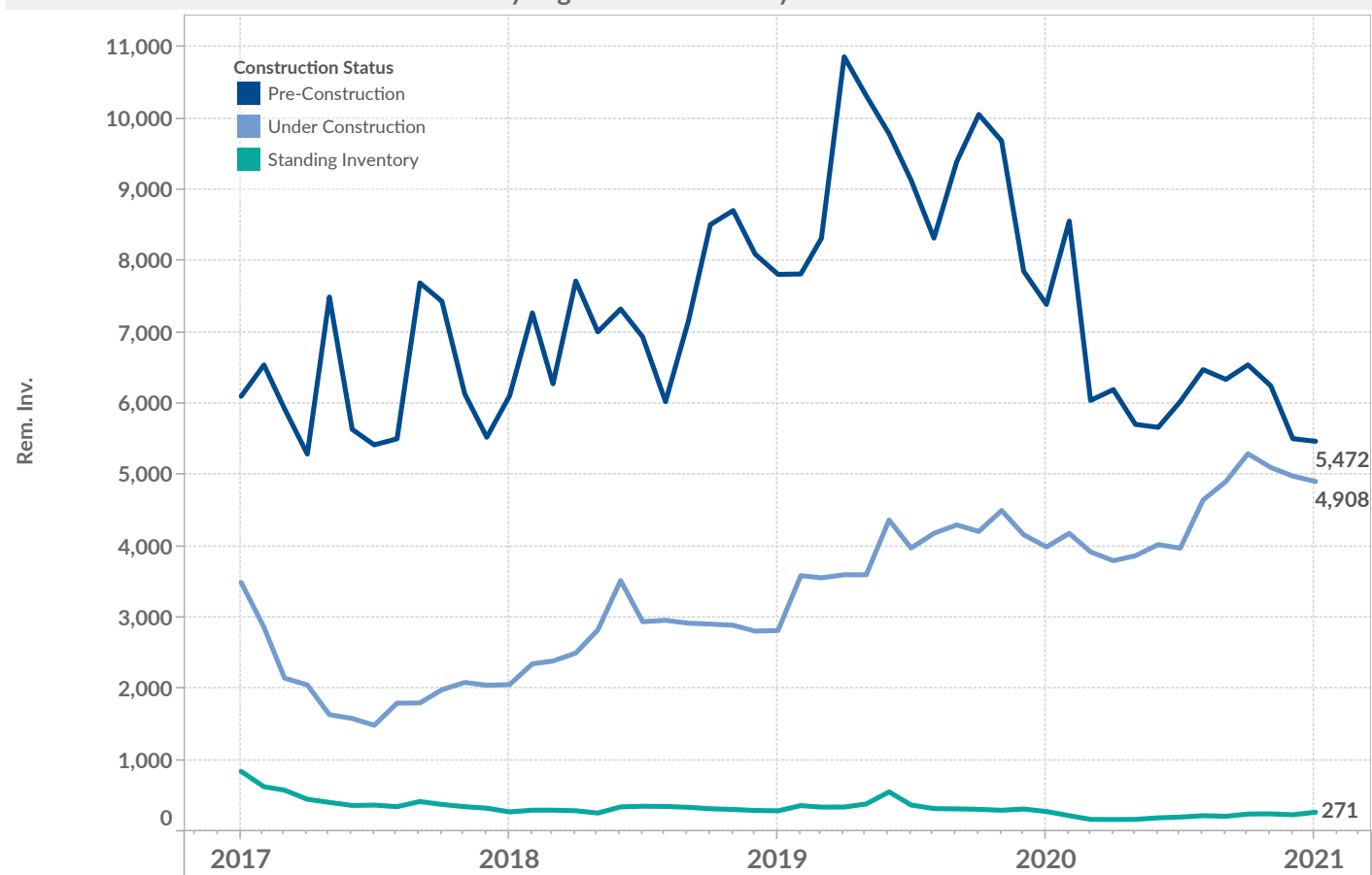


Remaining Inventory

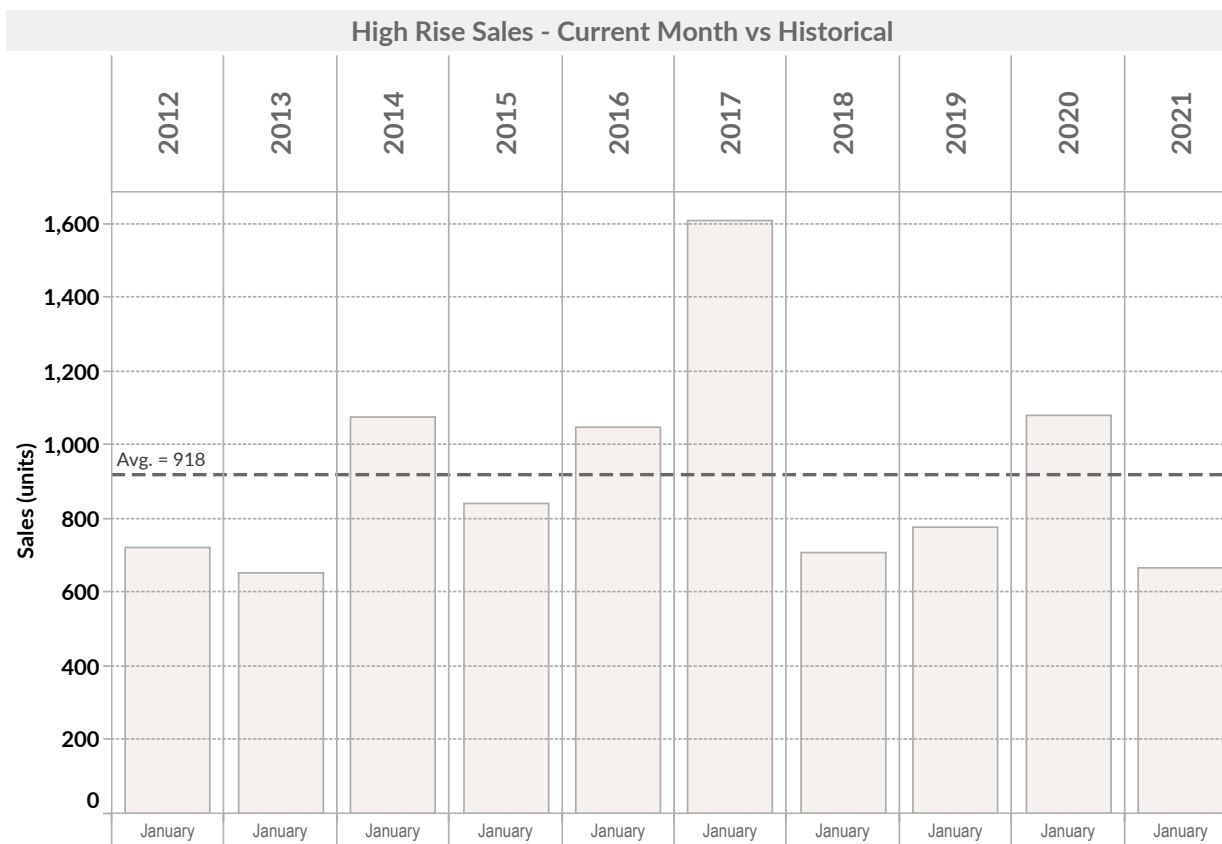
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

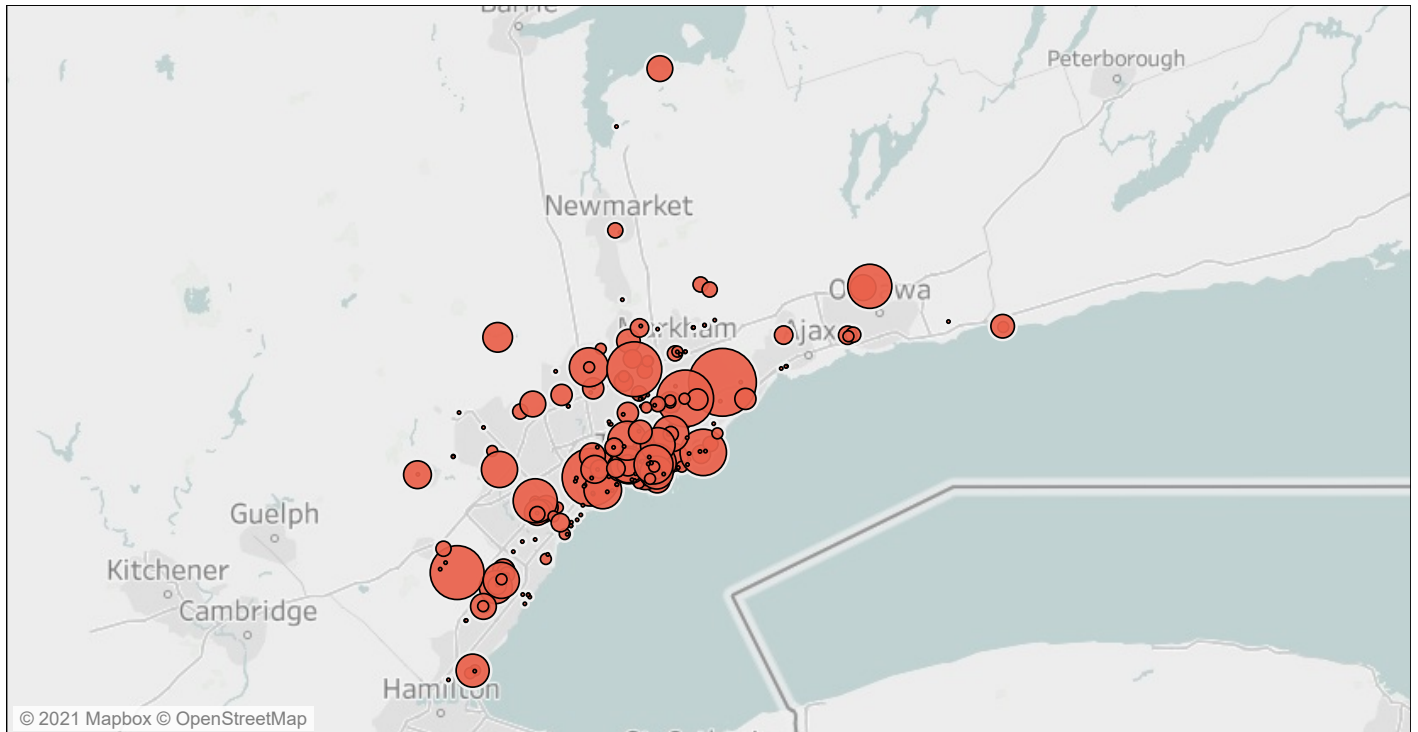


Historical Sales Comparison

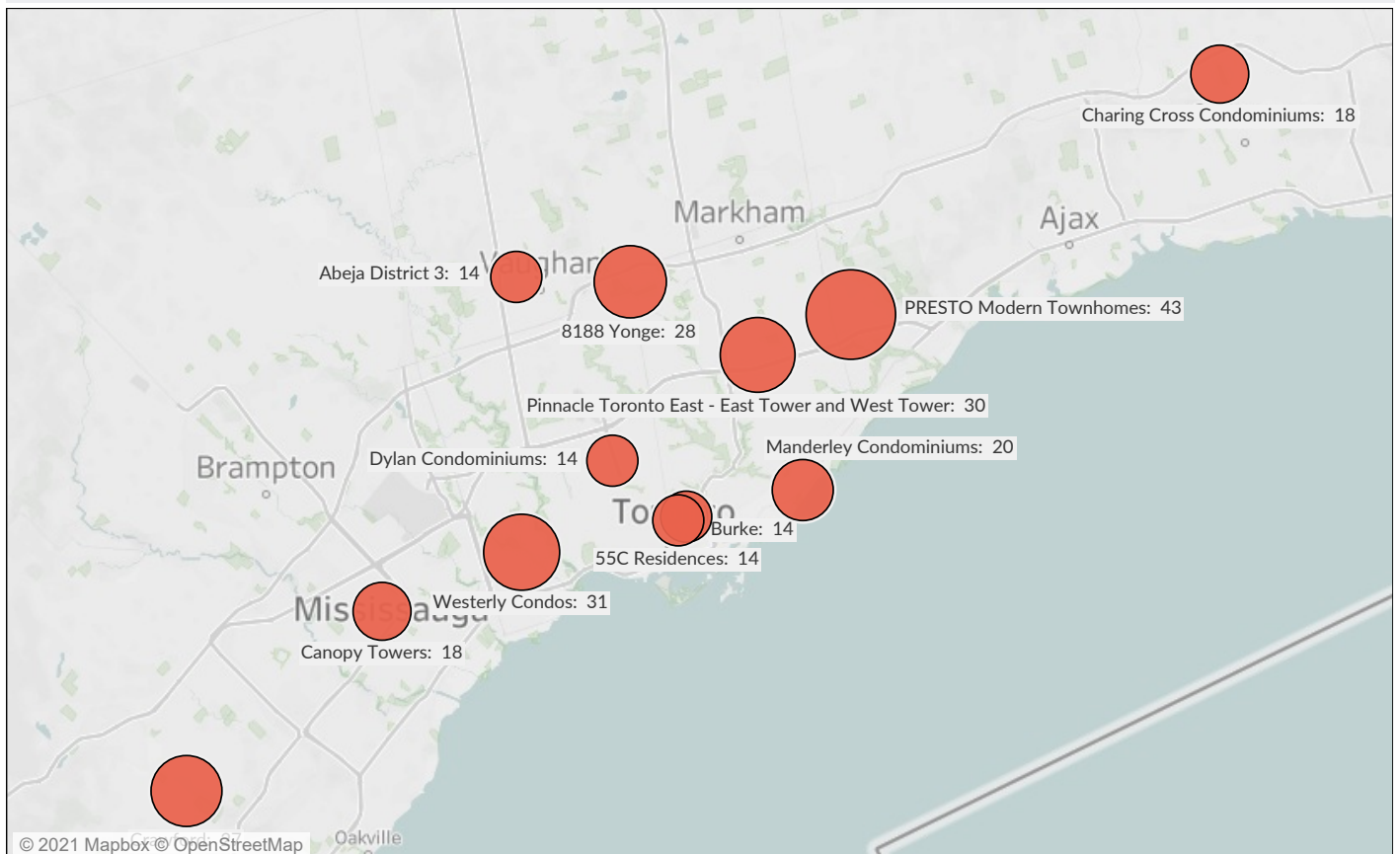


Current Sites

GTA - Active High Rise Sites by Current Month Sales



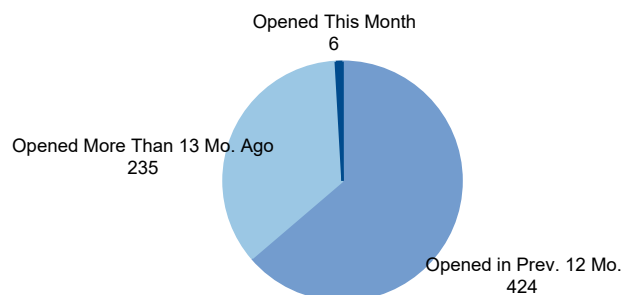
GTA - Top 10 Sites by Current Month Sales



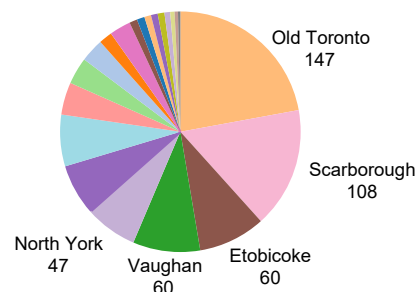
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

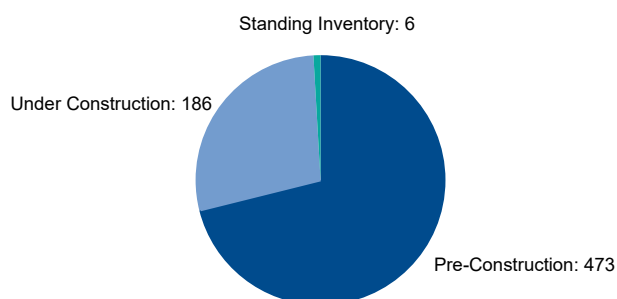
Sales by Opening Date



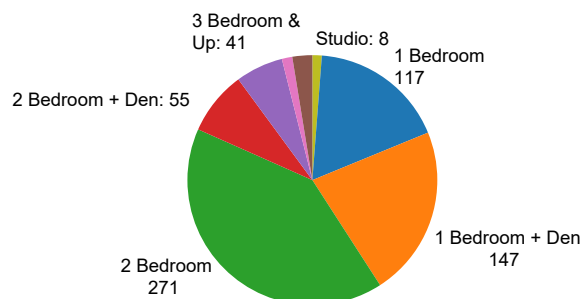
Sales by Municipality/Area



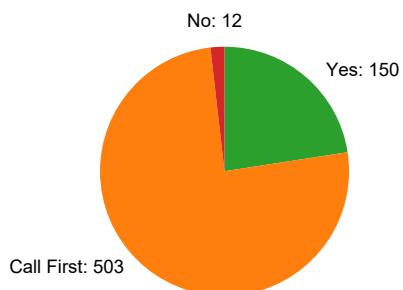
Sales by Const. Status



Sales by Unit Type

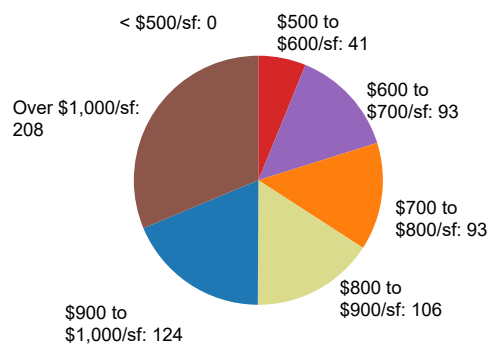


Sales by Sites with Broker Cooperation



Sales by Price Range

Pricing Not Yet Available: 0*



*Projects with current price per sf yet to be determined

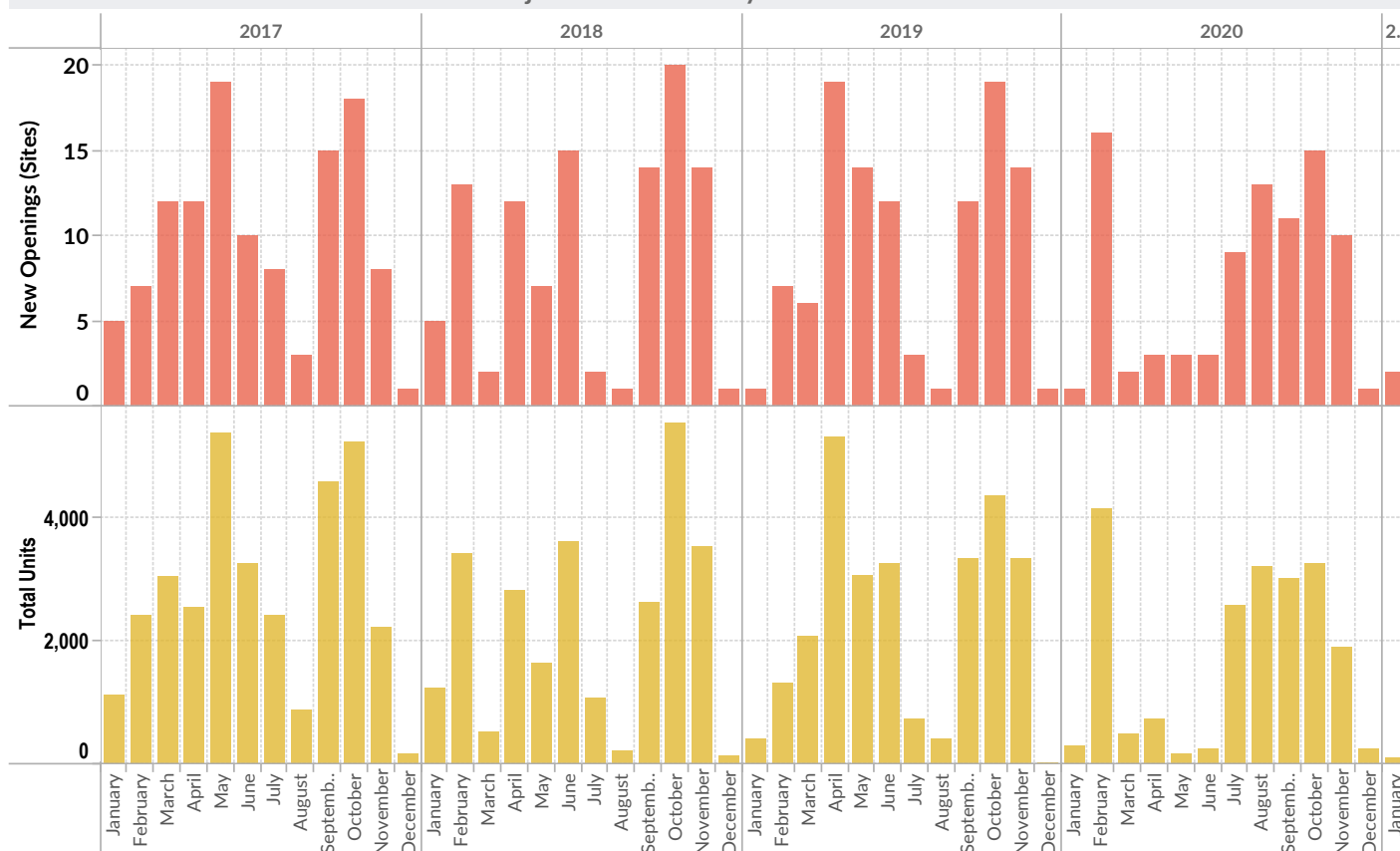
New Openings

January 2021 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Lakeville - Silver Manor Homes	Georgina	1/4/2021	33	6	27	\$561
Victoria Garden Towns - 95 Developments *	Scarborough	1/23/2021	66	0	28	\$652
Grand Total			99	6	55	\$613

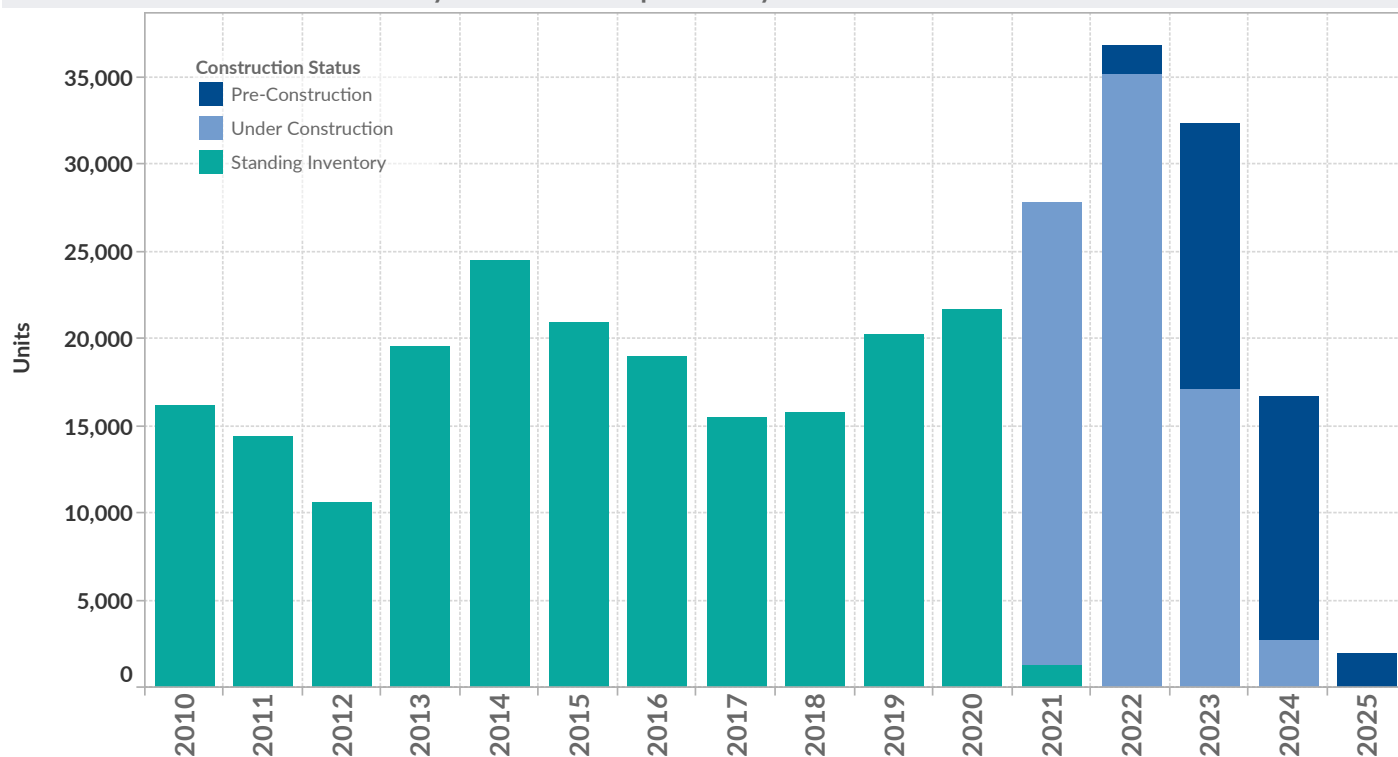
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

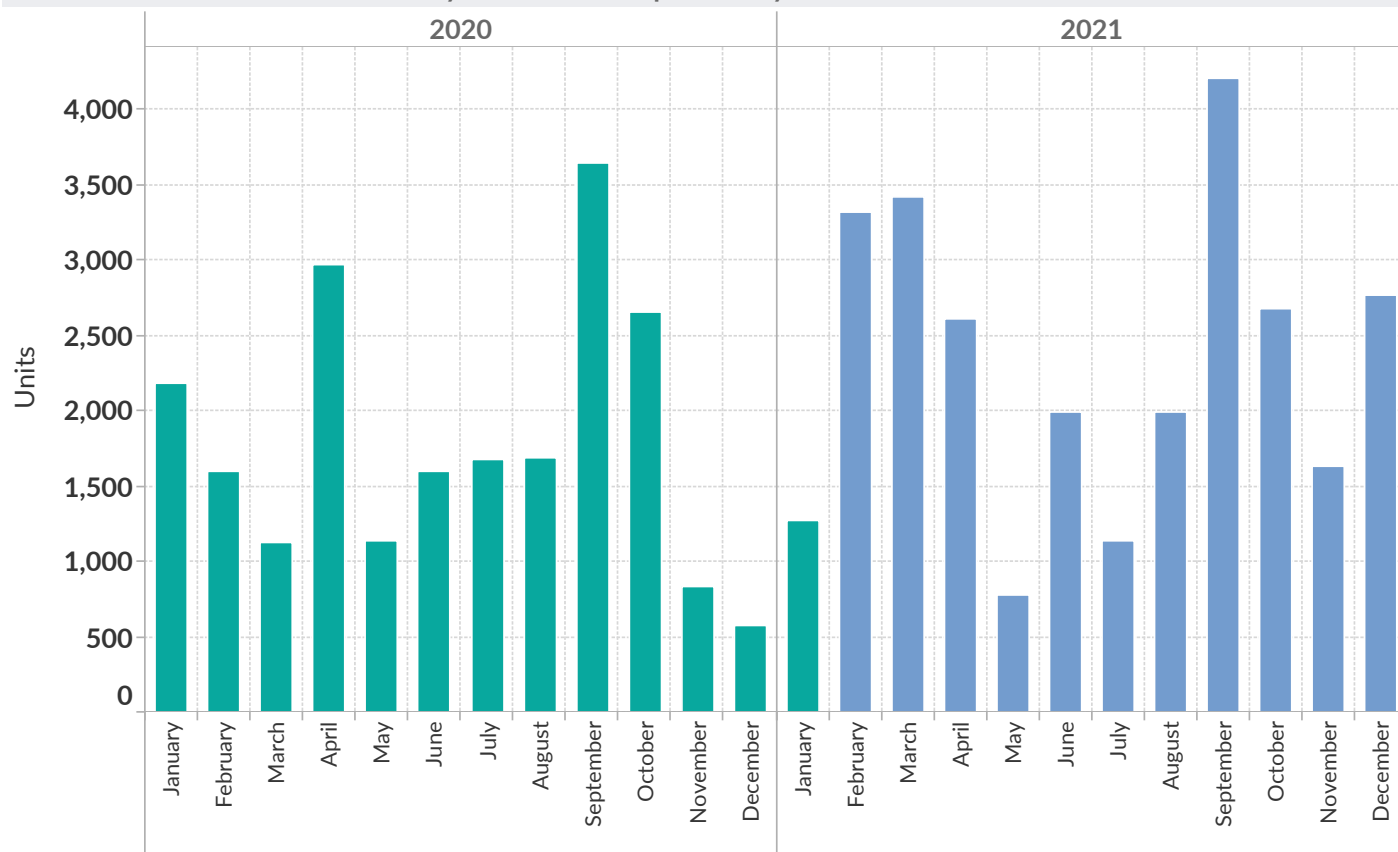


Scheduled Completions

GTA - Yearly Scheduled Completions by Current Construction Status



GTA - Monthly Scheduled Completions by Current Construction Status



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2020												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Tridel	52												52	7.8%
Ambria Homes	43												43	6.5%
Fernbrook Homes	42												42	6.3%
Pinnacle International	37												37	5.6%
El-Ad Canada Inc.	34												34	5.1%
Constantine Enterprises Inc.	28												28	4.2%
Trulife Developments Inc.	28												28	4.2%
Liberty Development Corporation	24												24	3.6%
Cortel Group	21												21	3.2%
Core Development Group	20												20	3.0%
Gairloch	18												18	2.7%
Lancaster Homes	18												18	2.7%
Lanterra Developments	15												15	2.3%
Aspen Ridge Homes	14												14	2.1%
Chestnut Hill Developments	14												14	2.1%
Concert Properties	14												14	2.1%
Mod Developments Inc.	14												14	2.1%
Daniels Corporation	13												13	2.0%
Spotlight Development	13												13	2.0%
Urban Capital Property Group	13												13	2.0%
Graywood Developments	12												12	1.8%
i2 Developments	12												12	1.8%
Mayfair Homes	12												12	1.8%
CentreCourt Developments Inc.	11												11	1.7%
Carriage Gate Homes	10												10	1.5%
Total (All 96 Builders)	665												665	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Builders - Last 12 Months

GTA - Top High Rise Builders by Last 12 Month's Sales

Builder	2020												2021	Total	Market Share %
	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.			
Menkes	6	75	40	2	30	30	147	408	490	340	98	1	1,667	8.2%	
QuadReal Property Group								399	490	338	98		1,325	6.5%	
Daniels Corporation	49	16	7	82	17	241	28	491	57	77	9	13	1,087	5.3%	
CentreCourt Developments Inc.	4	526	0	0	0	0	419	26	9	10	4	11	1,009	5.0%	
Liberty Development Corporation	1	208	55	2	15	5	4	379	39	10	17	24	759	3.7%	
Cortel Group	48	24	2	1	5	211	187	73	105	43	27	21	747	3.7%	
Diamond Corp	5	2	1	77	8	28	8	161	307	60	20	5	682	3.4%	
Reserve Properties	366	186	24	0	0	0	44	0	2	11	0	0	633	3.1%	
Westdale Properties	366	185	24	0	0	0	44	0	2	11	0	0	632	3.1%	
Lanterra Developments	37	69	97	23	58	68	68	61	53	14	22	15	585	2.9%	
Branthaven Homes	197	17	2	2	19	0	297	13	9	6	13	8	583	2.9%	
St. Thomas Developments Inc.	471	24	9	6	6	0	0	1	2	0	5	1	525	2.6%	
Kilmer Group							0	143	296	57	20	5	521	2.6%	
Fernbrook Homes	0	0	0	0	0	0	0	0	0	356	118	42	516	2.5%	
Parallax Development Corporation						0	412	24	9	10	4	10	469	2.3%	
Tribute Communities	49	283	27	3	16	17	40	10	5	7	4	6	467	2.3%	
Solmar Development Corp.	281	119	4	6	12	5	13	14	7	1	1	2	465	2.3%	
Tridel	52	65	2	9	10	16	19	14	59	9	82	52	389	1.9%	
Graywood Developments	13	24	0	7	0	0	0	229	75	15	13	12	388	1.9%	
Alterra	3	3	0	0	0	373	0	0	3	2	1	0	385	1.9%	
RioCan	61	82	2	0	3	11	40	10	148	10	5	7	379	1.9%	
Edenshaw Developments	2	0	4	0	0	300	27	32	4	0	0	1	370	1.8%	
District	1	7	20	0	10	159	56	91	0	4	0	3	351	1.7%	
Phantom Developments	0	0	0	0	0	0	0	229	72	26	18	4	349	1.7%	
Pinnacle International	105	44	6	13	26	32	29	23	10	3	21	37	349	1.7%	
Total (All 186 Builders)	2,623	2,990	508	421	753	1,999	2,355	2,754	2,472	1,887	923	665	20,350		

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2021 January
PRESTO Modern Townhomes - Ambria Homes	Scarborough	Stacked	1 Bedroom + Den	5
			3 Bedroom & Up	8
			2 Bedroom	30
			Total	43
Westerly Condos - Tridel	Etobicoke	Apartment	1 Bedroom	14
			1 Bedroom + Den	9
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	6
			Total	31
Pinnacle Toronto East - East Tower and West Tower - Pinnacle International	Scarborough	Apartment	1 Bedroom	1
			1 Bedroom + Den	2
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	25
			Total	30
8188 Yonge - Trulife Developments Inc. and Constantine Enterprises Inc.	Vaughan	Apartment	1 Bedroom	3
			1 Bedroom + Den	21
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	2
			Other	0
			Total	28
Crawford - Fernbrook Homes	Milton	Stacked	2 Bedroom	27
			Total	27
Manderley Condominiums - Nova Ridge Development Partners Inc.	Scarborough	Apartment	1 Bedroom	2
			1 Bedroom + Den	9
			2 Bedroom + Den	0
			3 Bedroom & Up	5
			2 Bedroom	4
			Studio	0
			Total	20

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$981/sf
	Etobicoke	\$928/sf
	North York	\$1,143/sf
	Old Toronto	\$1,508/sf
	Scarborough	\$761/sf
	York	\$815/sf
905 Area	905 All Muni.	\$821/sf

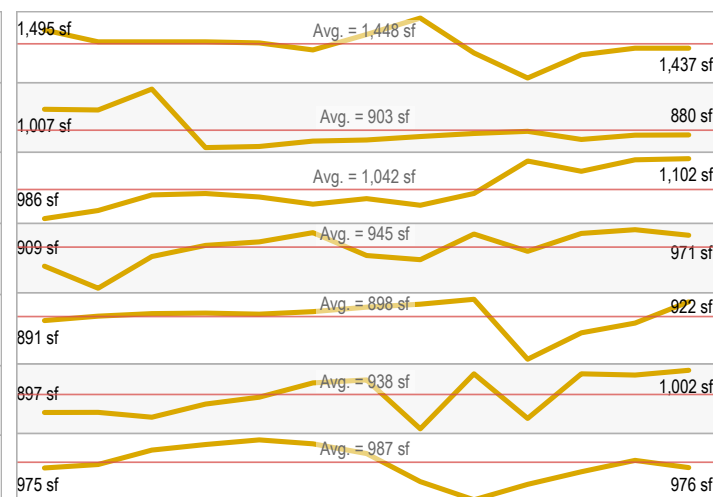
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,437 sf
	Etobicoke	880 sf
	North York	1,102 sf
	Old Toronto	971 sf
	Scarborough	922 sf
	York	1,002 sf
905 Area	905 All Muni.	976 sf

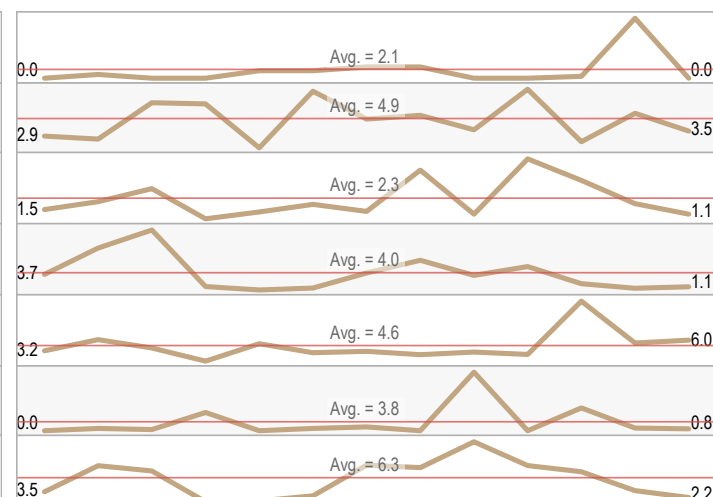
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	3.5
	North York	1.1
	Old Toronto	1.1
	Scarborough	6.0
	York	0.8
905 Area	905 All Muni.	2.2

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	January 2021				January 2020			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	14			14	12			12
Central Waterfront	Old Toronto	8			8	159			159
Don Mills - York Mills	North York	14		0	14	21		0	21
Downtown Core	Old Toronto	15			15	35			35
Downtown East	Old Toronto	17			17	63			63
Downtown West	Old Toronto	26			26	68			68
Etobicoke Waterfront	Etobicoke	0			0	5			5
Highway7 - Yonge	Markham	2			2	0			0
	Richmond Hill	3		3	6	16		6	22
Mississauga City Centre	Mississauga	15			15	32			32
North Toronto	Old Toronto	17			17	45			45
North Yonge Corridor	North York	3		0	3	0		1	1
North York East	North York	0		0	0	0		1	1
North York West	North York	18		0	18	5		0	5
Not Applicable	Brampton	13		8	21	4		4	8
	Burlington	12			12	19			19
	Caledon	8		0	8				
	Clarington	6			6	1			1
	East York	0		0	0	0			0
	Etobicoke	60		0	60	59		0	59
	Georgina	0		6	6	0			0
	Halton Hills	7			7	0			0
	Markham	3		0	3	119		2	121
	Milton	2		27	29	2			2
	Mississauga	27		4	31	37		17	54
	Newmarket	2	0		2	6	0		6
	Oakville	46		0	46	31		0	31
	Old Toronto	0			0	1			1
	Oshawa	24			24	5			5
	Pickering	0		3	3	8		10	18
	Richmond Hill			5	5			3	3
	Scarborough	65		43	108	54		7	61
	Vaughan	24		0	24	101		0	101
	Whitby	3		3	6	3			3
	Whitchurch-Stouffville	4			4	5			5
	York	3		2	5	0			0
Sheppard Corridor	North York	12		0	12	29		0	29
Thornhill	Markham	2			2	0			0
	Vaughan	36			36	17			17
Toronto East	Old Toronto	8		0	8	15		0	15
Toronto West	Old Toronto	39		1	40	36		3	39
Yonge - St. Clair	Old Toronto	2		0	2	7		8	15
Grand Total		560	0	105	665	1,020	0	62	1,082

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales						Remaining Inventory			
SubMarket	Municipality	Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto								

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.